



PacifiCorp Power Marketing:

Leading the Way in the
Wholesale Marketing of
Green Energy

**A Nonregulated Subsidiary
of Scottish Power PLC**

PacifiCorp Power Marketing: Who We Are

- Generation Development
- Fuels procurement
- Energy Trading
- Power scheduling and dispatch
- Asset management services
- Long-term structured power purchases and sales

Wholesaler of Green Power Supply

STATELINE WIND PROJECT

- Energized July 15, 2001
- Up to 300MW
- Largest in WSCC
- FPLE owner/operator/developer
- PPM purchaser of all output





Provider to the California Direct Access Market

PACIFIC WEST I

- Three wind turbines located in San Geronio, CA
- Output used to meet retail customer's needs

Marketing Green Power

Designing products specifically to meet customer's needs by offering purchase options including

- Shaping of deliveries
- Quantity of output
- Energy v. Green Tags
- Term of purchase

Key Challenges to Marketing Wind Energy

- RTOs needs to be Green Friendly
- Making wind customer friendly:
 - Energy imbalance mechanism
 - Wind sensitive transmission product
- Need for a transmission product that allows for wind's low capacity factor
- Liquidity for green tags
- Importance of production tax credits

The Future is Bright for Wind and PacifiCorp Power Marketing is Leading the Way!



- Green Market Opportunities Significant
- Wind is now affordable and environmentally sound
- Challenge: Making wind into a customer friendly product
- PPM has major role to transform an intermittent resource into a customer friendly solution